



# **Recruit Strategy Guide**

## **WE ARE GOING TO POINT YOU IN THE RIGHT DIRECTION!**

This manual is going to be a little different from others you may have read. First of all, we are going to give you a little tactic. Then we are going to show you how to put the tactic into action with goal setting, and then we will of course ask you to spread the word about Direct Prospect to everyone you know. We expect this, of course, because what you will learn right now will help you not only as an athlete, but with absolutely anything you want to do or accomplish in your life!



## **SO WHAT IS THIS BIG SECRET?**

This guide came about from a question that a Direct Prospect member had asked. They wanted to know what we thought was the biggest secret that athletes had with achieving success and becoming a top recruit. What we realized was that there wasn't any real secret that the elite athletes had over others. They were not bigger, stronger, or faster than a lot of the competition they were playing against. What they had was something different above the shoulders. The elite athletes had 2 main advantages working for them...and they weren't physical! The cool thing is, you can apply this as soon as you are done reading this!

## **WHAT WERE THESE ADVANTAGES?**

First, they had a mental mindset and a belief system that it didn't matter who they were playing, what the weather was like outside, or what field they were playing on because they were going to kick butt today no matter what! The second advantage they had was that they had goals set up and structured in their mind for a long time.



Pointing athletes in the right direction

## **MENTAL TOUGHNESS**

They did not “want to” or “like to” play at the next level. They knew that they **MUST** play at the next level. There was no doubt in their mind, and nobody was going to stop them. The level of accountability they held themselves to is unquestionable.

## **TELL ME WHAT I NEED TO DO**

With that being said, let’s discuss our winning strategy. You probably feel you have potential to play at the next level. If you don’t, I doubt you would be reading this manual. So you have probably taken some time and thought of what it is that you need to do, right? You have opened up possibilities. You have played on the right teams, talked to the right coaches...had some good games and hopefully played well!

## **IF I AM GOOD ENOUGH, I WILL GET SEEN AND RECRUITED, RIGHT?**

Maybe you will? Do you want to go through life and leave it in the hands of “MAYBE”? Is that how an elite athlete thinks? As you probably can guess, you cannot achieve any sort of success or make things possible if you do not take any action. So, simply, action will lead to success, or making things possible.

## **YOU HAVE GOTTA BE CONFIDENT!**

How can I be a more confident player? Now we need to go a little further into our brains and realize that taking action means we made a decision...and told ourselves that if we play well, and promote ourselves to the right places, we can do it! We can play at the next level! We are telling ourselves that we **CAN** succeed and proving ourselves right when we go out there and play well over and over again. The more you think about something and the higher you set your standards is what will lead you to your goal.

## **THAT LOOKS LIKE A PATTERN!**

Do you see the pattern here? Our thoughts are what create our possibilities. If something is possible, that means that you have potential, right? What we think is possible controls our actions, our actions create our outcome, and the outcome is our proof! Proving something to yourself will make you believe it. If you believe it, it has to be true, right?

## **I GET IT!**

This is what happens over and over again with the elite athlete. Success breeds more success. Failure will breed more failure. This explains batting slumps in baseball, or to the contrary, hitting streaks! They are both mental! So if you sit around and talk to everybody about how poorly you are playing, or if you are constantly thinking about how rough your season is going, what thoughts are you consistently pumping into your brain? Negative ones!

## **ARE YOU TELLING ME I NEED TO BE IN CONTROL OF MY OWN ATTITUDE?**

How can you expect to be a confident athlete if your thoughts are negative? The answer is, You Can't! So what we are getting at here is that you can be aware of this process, and control your emotions to benefit you. Or you can be a victim of your outcomes and constantly blame outside events and live in the past.

## **LOOK!!!**

95% of all recruitment websites and firms don't do anything to help you get recruited. They put up some of your information, maybe send out a few emails, film you and make a highlight video, and TAKE YOUR MONEY! No updates no follow up, nothing. Your information is left to rot. They don't have your best interests in mind. The best way to NOT get recruited is to take advice from someone who does not have your best interests in mind.



Pointing athletes in the right direction

Direct Prospect is on a mission to help any athlete who is willing to listen. So it might help you to pay attention to what you have in front of you right now!

## **YOU ARE THE BEST RECRUITER OUT THERE**

We did not say “\_\_\_\_\_ RECRUITING COMPANY” is the best recruiter out there, did we? We said YOU! Because the person who has your best interests in mind is YOU! You are your best recruiter that you know.

A recruiting company can provide you with some education, and bits and pieces of information you may need, but that is only a small portion of what it takes to get where you want to go. Let's just say maybe around 33%. That still leaves 66% that has to come from you!

## **YOU ARE GOING TO BE GOING SOMEWHERE IN THE NEXT 4 YEARS**

The question is where? This manual is all about pointing you where you want to go. Here is the good news. You can do it! The strategy here has been around since before any of us have been on this planet. It says that if you can imagine your possibilities and take the right action to put yourself in a position to see the right outcome or proof, your confidence will improve. This will secure your beliefs and open up more possibilities. Then the cycle will continue to spiral from there! We call this the Direct Prospect Success Cycle:





## **NOW WE JUST NEED TO PUT THE CYCLE INTO ACTION**

How are we going to do that? Well, we need to work our way around the cycle and help you make this year the best year ever. This can be your breakthrough year. We will start with a goal setting process that will make them more of a reality. It is easy to set goals, right? Well, we need you to plan, and more importantly, you need to execute on the plan. If you follow the basic principles and follow the process, you can achieve these goals.



Pointing athletes in the right direction

## GRAB A PEN

It is now time to prepare and have your best season ever. We are going to start right now. There is room provided for you to fill in your answers to a series of questions that will guide you through your goal setting. We are going to take the time to do what most athletes fail to do...plan. What are your specific goals and results you want to achieve? With each of the goals or answers you put down, we are going to need to ask, "What am I doing every single day to get me where I need to go?"

## IT IS GOING TO START WITH FOCUS

It can be hard to grow as an individual when you live in fear of the unknown. So the key is to keep your focus on the goals ahead, because if you don't keep your eyes on the goal, all you will see is obstacles.

What have you done so far in terms of getting recruited?

---

Have you taken any action today? \_\_\_\_\_

Remember this: You will never get today back. If you don't get anything done today, you can never go back in time and do it over again. Commit right now to your success.

Where is it you truly want to go? \_\_\_\_\_

What is it you need to do in order to get there? \_\_\_\_\_

---

What walls or boundaries are keeping you from doing this? \_\_\_\_\_

---



## **LITTLE HABITS DONE CONSISTANTLY EVERY DAY HAVE A COMPOUNDING EFFECT**

Here is what you need to do. Find a habit or a task that will help you get better and do it every day. Not a big habit, just a small one. Be consistent with it. Little habits that are done consistently have big effects. Think about this...If you woke up 30 minutes earlier every single day for 1 year, you will have been awake for over a week. Imagine how good you would be if you worked on a project for a week without stopping. What are you going to do differently than everyone else to make yourself a better athlete?\_\_\_\_\_

---

Whatever goals you have need to be given a timeline. Set reasonable timelines so that it will be possible for you to hit them.

How many coaches would you like to have contacted in the next 30 days? \_\_\_\_\_

How many coaches would you like to have contacted in the next 60 days? \_\_\_\_\_

How many coaches would you like to have contacted in the next 90 days? \_\_\_\_\_

## **LIST OUT YOUR TOP SCHOOLS**

If you have not listed out your top schools, now would be a good time to do that. We have provided 75 lines on the next page. This is planning, my friends. Writing down goals is an important step in terms of reaching them. Most people will take more time to plan a vacation, than to plan out their own future! Setting goals increases our focus, it will give us direction, and it will make it far more likely to hit those goals. We don't want to drift along and wait for circumstances to happen to us, rather, we want to get out there and create our own circumstances.



## MY TOP SCHOOLS ARE:

1	26	51
2	27	52
3	28	53
4	29	54
5	30	55
6	31	56
7	32	57
8	33	58
9	34	59
10	35	60
11	36	61
12	37	62
13	38	63
14	39	64
15	40	65
16	41	66
17	42	67
18	43	68
19	44	69
20	45	70
21	46	71
22	47	72
23	48	73
24	49	74
25	50	75

## **IT IS GREAT THAT WE HAVE GOALS, BUT WHAT STRATEGY DO YOU HAVE IN PLACE?**

You have an opportunity right now to set up the future you want to live. It would be great if we could just write down our dream school and everything started to fall into place. It doesn't work that way. You cannot just sit around and wait for it to materialize. You have work to do.

What daily rituals do you have to help keep you on track? \_\_\_\_\_

---

Your strategy is, "What are you going to do?"

Your tactic in achieving the goal is "How are you going to do it?"

So now you need to put together a timeline for the schools you wrote down on page 9. Put together your timeline of when you will contact them, and stick to it.

By \_\_\_/\_\_\_/\_\_\_(date) I will have contacted my top 25 schools.

By \_\_\_/\_\_\_/\_\_\_(date) I will have contacted my top 50 schools.

By \_\_\_/\_\_\_/\_\_\_(date) I will have contacted my top 75 schools.

## **WHAT YOU WILL READ RIGHT HERE WILL DETERMINE YOUR SUCCESS LEVEL!**

Now that you are ready to go...you have goals.

You have a strategy set in place.

You are focused and creating new habits.

Our timeline is established for when we will accomplish all of this.



Pointing athletes in the right direction

Who is going to hold you accountable for what you have written down? The key to success with just about anything you do is keeping yourself accountable for the actions you take. If you, a friend, or even a parent is not going to hold you accountable for your actions who will?

## **DIRECT PROSPECT WILL!**

That is what we are here for. We will point you in the direction you need to go in order to reach your goals. Think about the things you need assistance with, and check out what Direct Prospect has to offer. Take the time to do this. It is your future we are talking about here! Are you waiting for something? Why wait? Now is your time. We are going to help you get there, and we are proud you have chosen us to help you out with this important time in your life. You are going to get far better results if you follow this strategy rather than just throw information out there waiting for an outcome.

We hope you enjoyed this workbook. Tell your coaches, parents, friends, and teammates about Direct Prospect. May you have your best year ever!

## **DIRECT PROSPECT**

“Pointing athletes in the right direction”

